

Message Text

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PAGE 01 SANTIA 02996 222327Z
ACTION ARA-14

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FM AMEMBASSY SANTIAGO
TO SECSTATE WASHDC 8958
USDOC WASHDC

UNCLAS SANTIAGO 2996

EO 11652: NA
TAGS: BTIO, ETEL, CI
SUBJ: CHILEAN TELEPHONE SYSTEM EXPANSION

1. ON APRIL 20 AMBASSADOR LANDAU WAS A GUEST AT THE CONTRACT SIGNING CEREMONY BETWEEN COMPANIA DE TELEFONOS (CTC) AND THE ALSTON DIVISION (CALIF) OF THE CONRAC CORP. (NEW YORK). THE CEREMONY FORMALIZED A SALES AGREEMENT UNDER WHICH ALSTON WOULD PROVIDE, INSTALL AND SERVICE A MESSAGE UNIT-TRAFFIC ANALYSIS SYSTEM VALUED AT \$ 5.4 MILLION.

2. IT IS ESTIMATED THAT THIS INVESTMENT WILL INCREASE CTC'S REVENUES BY 17-20 PERCENT, MAKING IT A PROFITABLE PUBLIC ENTERPRISE. MOREOVER, IT IS THE FIRST STEP TOWARD DIRECT DIALING (DDD), WHICH WILL ENABLE CTC TO MAKE MORE EFFICIENT USE OF ITS EQUIPMENT BY DECREASING THE HOLDING TIME OF EACH CALL AND THEREBY INCREASING THE NUMBER OF CALLS SIMULTANEOUSLY POSSIBLE AS WELL AS THE NUMBER OF POTENTIAL SUBSCRIBERS.

3. THIS CONTRACT IS THE FIRST PHASE OF A GENERAL EXPANSION PROGRAM OF CTC BUDGETED AT \$438 MILLION OVER THE NEXT FIVE YEARS. ON MARCH 21, CTC CALLED FOR BIDS ON A PILOT EXPANSION OF 6000 LINES. ARECORD NUMBER OF 36 BIDS HAVE BEEN SUBMITTED. A MUCH LARGER EXPANSION OF BETWEEN 120,000 - 130,000 LINES IS PROJECTED FOR LATE NEXT YEAR.

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CTC WILL PROBABLY CALL FOR BIDS IN THE THIRD QUARTER OF THIS YEAR. THE COST OF THIS PHASE OF THE PROJECT WILL BE WELL OVER \$ 100 MILLION.

4. FOR FURTHER DETAILS ON THIS OPPORTUNITY AND ON OTHER DEVELOPMENT PLANS OF CTC, INTERESTED FIRMS SHOULD CONTACT: COMPANIA DE TELEFONOS DE CHILE, BANDERA 577,

CASILLA 16-D, SANTIAGO,CHILE. TELEX 3520035 CHITELCO.
LANDAU

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Message Attributes

Automatic Decaptioning: X
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Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
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